alo Briefs

REMINDERS.....

- All 7101's affecting the 4th Quarter must be received by the ROU on Monday, December 18th.
- For any account removed from VAP because of PM Exclusive, please indicate that reason on VAP form.
- Upcoming Holidays: The Buffalo Region will be observing the Christmas Holiday on Monday, December 25th. Employees who were in the Buffalo Region before the SF2000 realignment, will also be utilizing a Floating Holiday on Tuesday, December 26th. Employees who have transferred to the Buffalo Region from another Region, will be working on Tuesday, December 26th, unless they are utilizing a vacation or S&P day. Any questions, contact your DM.
- *Currently, the field is signing new 1996 contracts. The ROU has provided a reference sheet for contracts. Please review your contracts carefully before submitting to the ROU!*
- **Annual Meetings: Buffalo & Syracuse Divisions on January 10-11 at the Buffalo Sheraton on Walden Avenue. Albany, Nashua & Springfield Divisions on January 8-9 at the Sheraton in Saratoga Springs. Details to follow**
- *Drafts over $5,000: If any SR or RR needs to write a multiple draft to one account for over $5,000, it is absolutely necessary to provide the ROU with the proper backup documentation. (invoices) Please attach all drafts written to the account that day, and invoices with a staple or paper clip, Also, indicate which drafts have been entered*

HAPPY HOLIDAYS TO ALL #1600 EMPLOYEES FROM THE ROU! "THINK SNOW!"

What's Hot	What's Not
✳1996 Contracts	✳PM Exclusive
✳IBM Thinkpads	
✳1996 Partners	
✳Price Gap	
✳Accurate Price Gap Reporting	

c/m : 12/4/95

1st Quarter Promotions

JANUARY *No Partners Promotions, No National Pack Promotions*

FEBRUARY *Partners: Camel B3G3F*

Brand Styles: Filter, Filter Box, Light, Light Box will be distributed to all participating VAP Retail Accounts at 1 sku *(20 offers per retail account)*

MARCH *National Pack: Doral B2GF Ashtray*

Brand Styles: Light 100 Full Flavor 100 will be distributed to all particpating VAP Retail Accounts at 2 sku's *(20 offers per retail account)*

DORAL ON-CTN PROMOTIONS

$3 On-Carton Mega Outlet Promotion 3/11/96
Scroll list of qualifying accounts and $3 coupon offers (skus) will be sent directly to Retail Reps for implementation.

$2 On-Carton Supermarket Promotion 3/4/96
Scroll list of qualifying accounts and $2 coupon offers (skus) will be sent directly to Retail Reps for implementation.

1st Quarter DPC

⊙*January*	Monarch $.30 off
⊙*February*	Camel $.35 off
⊙*March*	Doral $.30 off per Pack

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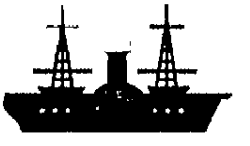
Source: https://www.industrydocuments.ucsf.edu/docs/xxvn0000

95 Objectives - Marlin YTD Region Tracking thru Sept. 95				
			Results	Goal
Camel	SOFP	4.16	0.19	0.7
Select	SOFP	1.95	0.05	0.3
RJR FP	SOFP	24.59	-0.02	-0.3
Doral	SOSAV	13.66	0.21	1.2

- *Congratulations to #1622's Ed Economides, he has recently announced his engagement!*
- ***Wanted: Earl Kight** For a "Hit & Run" accident involving a Xmas Tree, now in critical condition!*
- Attn: Managers with Laptops: Training Manuals for Word, Excel and Powerpoint are available at the ROU. Contact Eileen. There is only one set available on a first come, first serve basis.
- As information, new Co-Marketing contracts do not begin until 1/96, and old contracts end 12/95.
- **New Vehicles: All requisitions for new vehicles have been mailed and must be returned to the ROU, no later than Dec. 4th. Any requisitions received late may delay the arrival of your new vehicle.**
- *Vehicle Transfers: If you are transferring vehicles with another Sales rep, please make sure you notify Darren with new vehicle #'s and the changes that have been made. Any changes that are not communicated will delay the processing of your Expense Reports.*
- #1636 Division office has closed. Dave Keeney can be reached at (413)572-0542 or (413) 572-6748 Fax.
- *The Syracuse Division office has closed effective 12/1. Keith, John & Sharon will be working out of their homes.*
- Bruce Cook's new office will be 4500 Pewter Lane, Bldg. #1, Manilus, NY. (315)682-2008, (315)682-2080 fax

Total US Progress Against National Goals			
	YTD	Results	Goals
Camel SOFP	5.26	0.11	0.7
Select SOFP	1.46	-0.1	0.3
RJR FP SOFP	24.44	0.27	-0.3
Doral SOSAV	17.5	0.58	1.2



Welcome Aboard!

Cynthia Picarrazzi
Janet Ames
Koren Mineo
Donald Thomas
Kathleen Gould
Lisa Litts
Edward Madson

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